



European Cyber Security Organisation ASBL  
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## European Cyber Security Organisation ASBL

### Membership Application Form

Thank you for your interest in becoming a Member of ECSO ASBL. Please proceed by completing this *Membership Application Form*.

A prerequisite to answer some of the questions below and to become a Member is to read and accept the Statutes of our organisation. Operational details are described in our organisation's Bylaws. You may find these 2 documents on the ECSO official website ([www.ecs-org.eu](http://www.ecs-org.eu)).

Please send the filled in and duly signed (end of the document) *Membership Application Form* to [luigi.rebuffi@ecs-org.eu](mailto:luigi.rebuffi@ecs-org.eu).

Further to your membership submission, it may happen that we request additional information from you, on behalf of the Association, to allow the ECSO Board of Directors to better consider your application and make a decision regarding your membership.

To be admitted as an ECSO Member, you must be:

- (a) a Legal Entity established in at least one ECSO Country<sup>1</sup>, or
- (b) a public body from an ECSO Country.

#### MEMBERSHIP FEES

Each ECSO member is due to pay a membership fee. This is important as only with sufficient resources can we provide adequate and quality support to the cPPP and reach the objectives related to industrial measures identified by the ECSO Association.

The calculation of these fees is based on your organisation's category, the turnover or budget, according to usual approaches. These fees are similar to those applied to other associations supporting ongoing cPPPs.

ECSO membership fees should be paid within 6 months of the invoice issue date. Only members that have paid their fees are granted the right to vote and be elected during the General Assembly at the Board of Directors and/or at Working Groups level. In case of non-payment of the membership fees within 6 months from the issue date of the invoice, the ECSO secretariat will send, before that deadline, 2 warning letters. If, after this period and the two warning letters, the fees have still not been paid, membership will be suspended by a decision of the ECSO Board of Directors. If no regularisation action of the payment of fees is undertaken following the suspension by the Board, membership will be automatically terminated at the following ECSO General Assembly. In case a member has not paid fees and has not announced on time its desire to end membership<sup>2</sup>, a fee collection company will be mandated to collect the due fees amount.

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<sup>1</sup> An ECSO Country is defined as:

- (a) a Member State of the European Union (a Member State) or an EEA / EFTA country,
- (b) a country associated to Horizon 2020 as defined in the Bylaws

<sup>2</sup> Each member has to notify the ECSO Secretariat by the end of September of the ongoing year at the latest, the membership termination becoming effective during the ECSO General Assembly of the following year.



## ECSO ASBL - Membership Application Form

***(All fields marked with \* are mandatory for acceptance of the request)***

**For 2018, the full year membership fees will be as specified in the table below.**

Subsequent to the decision of the ECSO Board of Directors, membership fees will have a quarterly decrease during the year based on the period of the official membership approval:

- January-March: Full membership fee
- April-June: 75% of the membership fee
- July-September: 50% of the membership fee
- October-December: 25% of the membership fee.

Ahead of the formal membership approval by the full ECSO Board of Directors, “provisional membership” can be provided soon after your membership request has been sent to the ECSO Secretariat. In this case, you will be allowed to participate in ECSO activities (Working Groups, events, etc.) yet without voting rights and the possibility of being elected. These rights will be granted to you once the ECSO Board of Directors approves the full membership – the Board of Directors gathers 4 times a year.

During the “provisional membership period”, provisional members will already receive all information provided to approved ECSO members. The information and documents the “provisional member” will get access to prior to the formal approval of its Membership should be considered as confidential. It is therefore forbidden to forward or share the information or documents to any other body without the formal consent of the ECSO Board.

**Application as:** *(Please tick one answer only\*)*

ECSO	Annual fee €	
Large providers (directly represented) of cybersecurity solutions / services providers	12000	<input type="checkbox"/>
Operators (telecom) providing cybersecurity services with a global company turnover > €1 bln	12000	<input type="checkbox"/>
Operators (telecom) providing cybersecurity services with a global company turnover < €1 bln	6000	<input type="checkbox"/>
SMEs (as per E. Commission definition <sup>1</sup> ) solutions / services providers directly represented; Associations composed only by SME, Startups, Incubators, Accelerators - medium sized	4000	<input type="checkbox"/>
SMEs (as per E. Commission definition <sup>1</sup> ) solutions / services providers directly represented; Associations composed only by SME, Startups, Incubators, Accelerators - small sized	2000	<input type="checkbox"/>
SMEs (as per E. Commission definition <sup>1</sup> ) solutions / services providers directly represented; Associations composed only by SME, Startups, Incubators, Accelerators - micro sized	1000	<input type="checkbox"/>
Research organisations (directly represented) with 250 employees or more	6000	<input type="checkbox"/>
Universities, Academies or Research organisations (directly represented) with less than 250 employees and more than 50 employees; Associations composed only by Research Centers, Academies or Universities	2000	<input type="checkbox"/>

Research organisations with less than 50 employees; Associations composed only by Research Centers, Academies or Universities	1000	<input type="checkbox"/>
EU and National / Local Associations / Organisations / Clusters representing interests at national or European / International level (organisation budget > €1 mln)	6000	<input type="checkbox"/>
EU and National / Local Associations / Organisations / Clusters (organisation budget > €500k and < €1 mln)	4000	<input type="checkbox"/>
EU and National / Local Associations / Organisations / Clusters (organisation budget < €500k)	2000	<input type="checkbox"/>
Users / Operators (not providers of cybersecurity services) with 250 employees or more	2000	<input type="checkbox"/>
Users / Operators (not providers of cybersecurity services) with less 250 employees	1000	<input type="checkbox"/>
National Public Administrations	0	<input type="checkbox"/>
Sub-national Administrations (e.g.: region, länder, province, etc.)	2000	<input type="checkbox"/>

<sup>1</sup> NOTE ON SMEs

Staff headcount	Turnover	or	Balance sheet total
< 250	≤ € 50 m		≤ € 43 m
< 50	≤ € 10 m		≤ € 10 m
< 10	≤ € 2 m		≤ € 2 m

**A) DETAILS OF THE ORGANISATION APPLYING FOR MEMBERSHIP**

**Full Name of the Organisation\*:**

**Short Name of the Organisation:**

**Postal Address: Street Name or P.O.Box\*:**

**Postal Address: Number\*:**

**Postal Address: Town\*:**

**Postal Code / Cedex\*:**

**Country\*:**

**Internet Homepage:**

If your organisation/company belongs to a larger group or is an affiliated company, please give the name of affiliated organisation/company:

**VAT Number\*:**

**Billing address**

If it is different from the postal address above, please add it here:

Street Name or P.O.Box:

Number:

Town:

Postal Code / Cedex:

Country:



**ORGANISATION PROFILE\***: (Short general description of your organisation, at least 5 lines of text)

**CYBERSECURITY RELATED ACTIVITIES\***: (More specifics on cybersecurity related activities of your organisation, at least 5 lines of text)

**COMPLIANCE WITH ECSO BYLAWS\***: Please specify how you comply with ECSO Bylaws Art 3.2.2: *“The legal entity should have, either itself or through its sister companies, **R&D and manufacturing or service providing activities in an ECSO Country with significant European added value and be able to demonstrate to the satisfaction of the Board of Directors that they have a genuine business interest in the development of the European cybersecurity market**”*.

## INTEREST IN PARTICIPATION IN ECSO WORKING GROUPS

Please express hereafter your interest in participating to the ECSO WGs activities (see short description in the Annex, at the end of this document)\*

- WG1: Standardisation, certification, labelling and supply chain management**
- WG2: Market deployment, investments and international collaboration**
- WG3: Sectoral demand**
- Industry 4.0 and ICS;
  - Energy (oil, gas, electricity), and Smart Grids
  - Transportation (road, rail, air, sea, space)
  - Financial Services, ePayments and Insurance
  - Public Services, eGovernment, Digital Citizenship
  - Healthcare
  - Smart Cities and Smart Buildings (convergence of digital services for Citizens) and other Utilities
  - Telecom, Media and Content
- WG4: Support to SMEs, coordination with countries (in particular East & Central EU) and regions**
- WG5: Education, training, awareness, exercises**
- WG6: Strategic Research and Innovation Agenda (SRIA)**

## SUPPORT TO THE PPP KEY PERFORMANCE INDICATORS - KPIs

In creating ECSO as a support to the implementation of the European cybersecurity cPPP with the European Commission, we have agreed to present a yearly report to the Commission on the following KPIs (among others):

- KPI 1: Amount of Investments on Research & Innovation (R&I) linked to the cybersecurity topics in H2020 and in the Strategic and Research Innovation Agenda (SRIA) proposed by ECSO
- KPI 2: Output of R&I: Tangible and intangible assets linked to outcome of H2020 projects linked to cybersecurity and other R&I topics in the ECSO SRIA
- KPI 3: (for SMEs) R&I projects developed by ECSO SME members and funded by the leverage factor investment related to the SRIA
- KPI 4: (for users) Users participation in other R&I projects (not part of H2020) but within the SRIA perimeter
- KPI 5: Estimation of employment in R&I domain related to cybersecurity sectors and the creation of new types and descriptions (curricula) for skilled cybersecurity jobs
- KPI 6: Dissemination and information actions for promoting the PPP activities to a broad range of public and private stakeholders
- KPI 7: Openness - share of participation of ECSO members / non ECSO members in H2020 projects

The Commission has been particularly clear on this point as they not only want to support the activities of the ECSO Working Groups, but also closely track the progress of the cPPP and provide high quality reporting, especially concerning anonymised data for the leverage factor.

The demanding member commits to provide to the ECSO Secretariat, on a yearly basis, information / data related to these KPIs (handled in a confidential and if needed anonymized way) for the yearly PPP monitoring report at the E. Commission.

**B) MAIN CONTACT POINT AND REPRESENTATIVE OF THE MEMBER ORGANISATION**

Family name\*

First name(s)\*

Title

Gender\*  Male  Female

Position in organisation\*

Department / Faculty / Institute / Laboratory / Group name

Phone\*

Email\*

**ADDRESS OF THE MAIN CONTACT POINT (IF OTHER THAN A)**

Street name  Number

Town

Postal code / Cedex  Country

**DATA PROTECTION**

The information you provide in this form will be used solely for dealing with you as a member of ECSO.

ECSO has a Data Privacy Policy which can be found at <https://ecsportal.ecs-org.eu> . Your data will be stored and used in accordance with this Policy.

If you/ the individuals listed above later wish to withdraw consent, please contact [secretariat@ecs-org.eu](mailto:secretariat@ecs-org.eu).

**I confirm that I am authorised to formally represent my company/organisation or subgroup thereof, and have read and agree with the ECSO ASBL Statutes and Bylaws (for the period of “provisional membership”, explained in this membership form, I agree on the mentioned confidentiality of received information).**

Date\*:

Signature of authorised representative\*: \_\_\_\_\_

**ANNEX: ECSO WG DESCRIPTION**

**WG1: Standardisation, certification, labelling and supply chain management**

➤ Mission and objectives

- EU ICT security certification framework (liaise with the Commission and contribute to the European ICT security certification framework proposal which is foreseen to be published by the end of 2017).
- Standards for interoperability
- EU cybersecurity labelling

- Increased digital autonomy
- Testing and validation of the supply / value chain in Europe

➤ Segmentation

SWG1.1: Products /Components Providers

SWG1.2: ICT Infrastructure Operators

SWG1.3: Services Providers/Integrators

SWG1.4: Basic layer (providing background research and support to the other SWGs)

**WG2: Market deployment, investments and international collaboration**

➤ Mission and Objectives

- Develop and maintain a view on the Cybersecurity Industry in Europe as a whole: support ECSO members to improve their market knowledge (products, suppliers, but also cyber security insurance solutions):
- Design and facilitate innovative private and public investment capabilities: facilitate to understand the dynamics of the market and create a community of investors, brokers and supporting industries.
- Support international trade: establish dialogue with main trade partners (US, China, Brazil and Japan) and initialising dialogue with developing countries

➤ Segmentation

SWG 2.1 Market knowledge

SWG 2.2 Investments and innovative business model

SWG 2.3 International cooperation

**WG3: Sectoral demand**

➤ Mission and objectives

- Understand users' needs and suppliers' available solutions/services/technologies for the different verticals
- Demonstrate use of innovative cybersecurity solutions in the different verticals
- Develop the EU ICT security market and employment
- Improve digital trust and facilitate information exchange
- Improve risk management with better metrics
- Support the use of innovative trusted cybersecurity solutions and services for major societal and economic challenges in Europe
- Support the widest and best market uptake of innovative cybersecurity technologies and services by accelerating the development and wide diffusion of cybersecurity technologies in different industry sectors and creating new business opportunities
- Contribute to a set of industrial policy activities such as defining the needs of sectors for standardisation/certification, research, innovation, education, training and exercises, and local / regional impact.

➤ Segmentation

SWG3.1: Industry 4.0 and ICS

SWG3.2: Energy (oil, gas, electricity), and Smart Grids

SWG3.3: Transportation (road, rail, air, sea, space)

SWG3.4: Financial Services, ePayments and Insurance

SWG3.5: Public Services, eGovernment, Digital Citizenship

SWG3.6: Healthcare

SWG3.7: Smart Cities and Smart Buildings (convergence of digital services for Citizens) and other Utilities

SWG3.8: Telecom, Media and Content

**WG4: Support to SMEs, coordination with countries (in particular East & Central EU) and regions**

➤ Mission and objectives

- Support to the development of SMEs, start-ups and high growth companies



- Develop coordinated activities between clusters (both business oriented and triple helix), Regions and local bodies (for local implementation of solutions / education)
- Development of East EU public and private sectors dealing with cybersecurity

➤ Segmentation

SWG4.1: SMEs, start-ups and high growth companies

SWG4.2: Coordination with activities in EU countries and regions

SWG4.3: Support to East EU Members

**WG5: Education, training, awareness, exercises**

➤ Mission and objectives

- Increase education and skills on cybersecurity products and safe use of IT tools in Member States for citizens' individuals and professionals.
- Cybersecurity training and exercise ecosystem leveraging upon cyber range environments
- Awareness-raising and basic-hygiene skills

➤ Segmentation

SWG5.1: Cyber Range environments and technical exercises

SWG5.2: Education and professional training

SWG5.3: Awareness

**WG6: Strategic Research and Innovation Agenda (SRIA)**

➤ Mission and objectives

- Coordination of results and expectations from European Commission R&I projects
- Coordination of cybersecurity activities across cPPPs and EU initiatives
- Support cPPP implementation and H2020 cybersecurity projects
- Detailed suggestions for the Work Programme 2017 - 2020 using an updated and focused SRIA

➤ Segmentation

SWG6.1: Ecosystem

SWG6.2: Application domains

SWG6.3: Transversal infrastructures

SWG6.4: Basic technologies